



Foreign Agricultural Service

**GAIN Report**

Global Agriculture Information Network

Required Report - public distribution

Date: 7/3/2002

GAIN Report #MY2034

## Malaysia

### Solid Wood Products

### Annual

### 2002

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#### Report Highlights:

**2001 was a disappointing year for the Malaysian timber industry. Production of all the four major timber products (logs, lumber, plywood, venner) recorded negative growth. Export earnings from logs and lumber suffered declines. Even the furniture sector took a beating. Imports of US temperate hardwood dropped 3 % while imports of US softwood plummeted by 75%.**

**The 2001 outlook for the Malaysian furniture/interiors sector is brighter. With tighter log supplies in the near term, American wood suppliers must move aggressively to penetrate the market.**

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Includes PSD changes: Yes  
Includes Trade Matrix: Yes  
Annual Report  
Kuala Lumpur [MY1], MY

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## Executive Summary

Overall export earnings from timber products suffered 19 percent drop in 2001. Exports of hardwood logs declined a 26 percent while exports of lumber were down 19 percent. Even the furniture sector, which has been chalking an impressive growth over the past two decades, took a beating. The only bright spot was the exports of plywood which recorded a six percent growth.

Production of all the four major timber products (namely logs, lumber, plywood and veneer) suffered declines in 2001. Given the tough market conditions, US temperate hardwood did quite well in the Malaysian market with a three percent decline. However, imports of US softwood plummeted by 75 percent.

The industry is more optimistic for 2002 and expects overseas demand to bounce back during the latter half of the year. For the near term, Malaysia is also giving more attention to China, South Korea, the Middle East, Canada and South Africa. The furniture industry is hopeful of an increase in demand as shown in another successful International Furniture Fair held in Kuala Lumpur in early March 2002 where US\$537 million in sales were recorded (a 5.7 per cent increase over 2001). Considering the growing competition, American wood product suppliers must be price competitive and move aggressively into the Malaysian market in order to increase market share.

Export earnings from the timber sector dropped to RM 14.3 (US\$3.8 billion) in 2001. The timber product sector remained as the third commodity export earner after petroleum products and palm oil/palm based products (see table below). With the rapid development of down stream activities, earnings from wood panel and furniture exports have far surpassed those from logs and lumber.

Malaysia's Export Earnings by Major Commodities  
(RM billion)

	1999	2000	2001
Total Exports of which,	321.2	373.3	334.4
Petroleum Products	13.3	21.4	18.6
Palm Oil/Palm Based Products	19.5	16.0	15.1
Timber Products 1/	17.1	17.7	14.3
Rubber	2.3	2.6	1.9
Cocoa (Bean/Butter)	0.5	0.4	0.4

1/ includes wooden/rattan furniture

Malaysia: Export of Major Timber Products, January-December 2000-2001  
(FOB Value in RM million)

PRODUCTS	Peninsular Malaysia		Sabah		Sarawak		Malaysia	
	2000	2001	2000	2001	2000	2001	2000	2001
Logs	na	na	192	54	2326	1493	2518	1547
Lumber	1200	937	970	471	897	765	3067	2174
Plywood	277	245	1198	1115	2367	2158	3842	3517
Veneer	12	9	356	136	438	336	805	482
Molding	531	350	295	220	68	70	895	641
Dressed Timber	219	175	na	140	na	na	219	315
Woodchips	na	na	na	na	21	25	21	25
Chipboard	97	80	14	11	49	44	160	134
M.D.Fibreboard	689	738	na	na	134	135	823	872
Building Joinery	632	563	15	9	122	124	768	696
Wooden Furniture	4374	3716	25	41	20	21	4419	3779
Rattan Furniture	69	69	na	na	na	na	70	69
Grand Total	8188	6961	3069	2201	6442	5171	17670	14333

Key Economic Indicators for Malaysia  
(Value in US\$ million unless otherwise specified)

	2000	2001	2002(f)
<b>Income, Production, Employment:</b>			
Population (millions)	23.3	23.8	24.3
GDP in 1987 Prices	55,096	55,320	57,240
Percent Growth	8.3%	0.4%	3.5%
GDP at Current Prices	89,659	87,539	92,266
Percent Growth	13.4%	-2.0%	5.4%
Per Capita GDP (Curr. US\$)	3,852	3,678	3,797
Official Unemployment Rate	3.1%	3.6%	3.6%
<b>Money and Prices:</b>			
Inflation (CPI)	1.6%	1.4%	1.8%
Average Commercial Rate	7.46%	7.13%	6.58%
<b>Balance of Payments:</b>			
Merchandise Exports (FOB)	98,105	88,005	91,868
Merchandise Imports (FOB)	77,184	69,605	72,658
Exchange Rate (avg., per US\$)	3.80	3.80	3.80

Sources: Bank Negara Annual Report 2001/02, Ministry of Finance Economic Report 2001/02 and US Embassy Estimates.

Note: Exchange rate pegged at US\$1.00 = RM3.80 since Sept. 1998

## **Production**

### **-The Forest Resource Base**

#### **Natural Forest**

The total area of natural forest in Malaysia at the end of 2001 was estimated to be 18.4 million hectares or 56% of the total land area. The proportion of forested land is higher in Sabah and Sarawak than in Peninsular Malaysia. Approximately, 5.9 million hectares (MH) are located in Peninsular Malaysia, 8.5 MH in Sarawak and 4.0 MH in Sabah. Some agricultural land has been reverted to forest land in the past year.

Of the total natural forest, Malaysia has a total of 15.7 million hectares of forested land designated as the Permanent Forest Estate (PFE) which is under sustainable management. Approximately 11.0 million hectares of the Permanent Forest Estate are production forest with the remaining 4.7 million hectares being protected, non-commercial forest.

#### **Plantation Forests**

Total planted forests in the country amounted to 197,600 hectares by the end of 2001. The State of Sabah leads in planted forest with a planted area of 116,570 hectares. The three companies namely, Sabah Forest Industries, Sabah Softwoods Sdn.Bhd, and Safoda accounted for 75 percent of the planted area. About 494,500 cubic meters (cum) of logs were harvested from planted forest in Sabah during 2001. The State of Sarawak has issued 15 planted forest licenses covering 1,130,644 hectares but slightly over 6,000 ha have been planted. The Sarawak Timber Industry Development Corporation (STIDC) and KTS Holdings Sdn Bhd. have agreed to jointly develop a 267,000 ha forest plantation with fast maturing tree species over the next 25 years in three different areas in the State. Due to harvesting, planted forest in Peninsular Malaysia decreased from 77,000 ha to 74,000 ha in 2001.

#### **Sustainability of the Forest Resources**

Malaysia officially launched its certification scheme in January 2002. Under the Malaysian Timber Certification Council (MTCC), the certification scheme will be implemented in two phases. Under the first phase, the Malaysian Criteria, Indicators, Activities and Standards of Performance for Forest Management Certification (MC&I) will be used as the standard to assess forest management practices in the permanent forest estates. The scheme will provide buyers of Malaysian timber products the assurance that the products are sourced from sustainable managed forests.

Under the second phase, MTCC will continue to collaborate with the Forest Stewardship Council (FSC) to formulate a FCS-compatible MC&I in order to gain a wider market acceptance.

#### **Timber Products**

#### --Production Trends

Due to poor overseas demand and in line with the various state governments' moves to gradually lower production quotas, Malaysia's total roundwood production dropped 18 percent to 18.9 million cubic meters (cum) in 2001. The sharpest decline was recorded in the state of Sabah where the Forest Authority is not renewing licences for logging after twenty years. Output of lumber also declined by 14 percent to 4.8 million cum in 2001. Malaysia's plywood production was down marginally by 1.0 percent to 4.4 million cum while veneer production suffered a bigger drop of 28 percent to 800,000 cum in 2001. Again, the drop was more acute in Sabah where the processors could not source log supplies.

The outlook for log production in 2002 is more optimistic with an expected small increase in log output in the state of Sarawak. Output in the state of Sabah will continue to dip while the output in the Peninsula should stabilize. The expected increase in log output will have a small positive impact on output of lumber and plywood in 2002.

## Market Section

### --Construction Sector

#### Industry Outlook

Under a fiscal stimulus package, the Malaysian construction sector recorded a growth of 2.3 percent in 2001, compared to a drop of 5.6% in 1999. Housing development, in response to strong demand and low interest rates, also contributed to the growth. However, construction activity in the non-residential sector consolidated further due to the oversupply of commercial buildings and retail space.

Apart from undertaking major on-going projects, namely, the People Mover-Rapid Transit System, and the new Pantai Expressway and the development of the new Administrative Center at Putrajaya, the Government has approved four new road projects and one power plant. In 2001, the Malaysian Development Bank approved US\$7.4 billion for financing of infrastructure projects.

#### Market Impediments

Given the fact that Malaysia is one of the largest producers of hardwood in the world, US wood products are unlikely to penetrate into the Malaysian construction sector. Moreover, Malaysia is in close proximity to timber-rich countries like Indonesia and Papua New Guinea.

#### Market Opportunities

Unless the timber resources in Malaysia, Indonesia and P.N.Guinea are exhausted, market opportunities for US wood products in the construction sector are extremely limited.

### --Furniture/Interiors Sector

#### Industry Outlook

The Malaysian furniture/interiors sector suffered a setback in 2001, especially from the sharp decline in overseas demand for Malaysian made furniture. Also, while a total rentable area of 863,500 sq meters (office and retail) were completed in and around Kuala Lumpur in 2001, a 74 percent drop from the previous year was recorded. The condominium and apartment sector fared better with 8,555 units completed. In addition, 288 new hotels/resorts were completed throughout Malaysia. The GOM is on track in building a new Administrative Center at Putrajaya. The whole place, with impressive governmental and residential buildings, a grand mosque, hospital, shopping center and recreational facilities, is turning into a brand new city. All these developments still provide opportunities for the expansion of the furniture/interiors sector and the increased usage of US hardwood.

**Supply of Office Space, Retail Space, Condominiums and  
Apartments in Klang Valley<sup>1</sup>**

	Office Space		Retail Space		Condominiums & Apartments
	Square meters	Occupancy rate (%)	Square meters	Occupancy rate (%)	Units
1991	12,331	96.7	17,502	92.0	13,560
1992	39,825	97.2	58,910	94.2	3,768
1993	332,246	91.5	130,345	97.3	18,232
1994	192,808	94.3	117,340	98.5	9,331
1995	362,851	94.9	341,091	96.1	17,822
1996	296,742	95.5	136,964	92.8	14,568
1997	869,394	94.9	362,574	90.5	5,473
1998	1,158,776	79.9	364,027	61.7	14,380
1999	265,645	76.2	89,787	76.6	9,547
2000	624,321	75.0	239,194	78.8	5,466
2001 2/	177,409	76.6	50,881	78.8	8,555
<sup>1</sup> Refers to Kuala Lumpur & Selangor D. E.					
2/ Jan-Sept.					
Source: Valuation and Property Services Department					

Malaysia is within the top 10 exporters of furniture in the world. However, with the recession in the United States, followed by the September 11 attacks, the Malaysian furniture exports took a beating, with export earnings recording a 15 percent decline to RM3.8 billion (US\$1.0 billion) in 2001. While remaining the largest single market for Malaysian wooden furniture (32 %), export earnings from the United States dropped 19 percent. With the exceptions of the United Kingdom and Canada, exports to most other countries recorded declines.

The industry is more optimistic for 2002 and expects overseas demand to bounce back during the latter half of the year. The eighth annual Malaysian International Furniture Fair (MIFF) 2002, held in Kuala Lumpur in early March 2002, showcased the best of Malaysian manufactured furniture. With 365 exhibitors occupying 50,000 sq. meters of exhibition space, MIFF 2002 attracted 17,059 visitors, of which 6,115 were international buyers from 116 countries. US\$537 million in sales, recording a 5.7 per cent increase from the preceding year, was generated at the show.

Malaysia: Exports of Wooden Furniture  
(in million RM)

	1999	2000	2001
USA.	1452	1496	1213
Japan	565	763	654
United Kingdom	337	408	420
Singapore	342	330	243
Australia	267	306	235
Canada	95	102	118
U.A.E.	93	125	113
Saudi Arabia	70	94	73
South Korea	55	69	66
Netherlands	44	66	48
Others	580	660	596
--Total	3900	4419	3779

#### Market Impediments

Malaysian imports of temperate hardwood lumber rose 7.5 percent in 2001 and imports from the U.S. showed a 3 percent decline compared to a 60 percent increase in 2000. U.S. exports accounted for 45 percent of Malaysia's total temperate hardwood import market in 2001. Austria, Germany, Canada and Denmark were the top competitors.

Imports of softwood lumber plummeted by 57 percent in 2001 reflecting a sharp drop in overseas demand for softwood furniture, especially from the US market. Imports from the US suffered the biggest blow with a 75 percent drop. Increases in imports from Brazil, Germany and Denmark failed to offset the declines in imports from China, Canada, South Africa and Austria.

Lack of knowledge of US hardwood and softwood is still a constraint, especially the technical application of popular US hardwoods in making furniture and flooring in Malaysia. Lack of linkage between Malaysian importers/users and US wood suppliers is often cited as another constraint. There is also still a need to reach a wider range of potential users such as housing, shopping, restaurants and hotel/resort developers.

#### Market Opportunities

Much of the success of the Malaysian furniture industry is directly attributable to coupling cheaper native woods, such as rubberwood, with high-value veneers from the US. Strong increases in market shares of US temperate hardwood veneer in past years confirms this trend. Log imports from the US for processing into veneer also reached a historical high in 2001. As Malaysia moves into the top ten furniture exporters in the world, the US wood industry, if properly positioned, would largely benefit from the development.

The American Hardwood Export Council (AHEC) has done a commendable job of increasing the awareness of US hardwoods in Malaysia. In 2001, their main activities were participating in trade shows and initiating in the 'Hollywood Demonstration Project' which showcased the use of American wood in local furniture manufacturing. Post feels that AHEC should increase activities in Malaysia to assist US expansion in this region. Post recommends that American Forest and Paper Association to bring a team of present/potential U.S. wood users to the States for a exposure/buying mission. This might address the constraint of the lack of a large, existing distribution network in Malaysia. Post also feels that US wood suppliers should participate at trade shows to make direct contact with local furniture manufacturers. Without concerted marketing efforts, US market share will be slowly eroded by aggressive competitors, i.e. Australia, Germany and Canada for hardwood; and New Zealand, Russia, Canada and the Scandinavian countries for softwood.

Coming events which provide opportunities for US associations and firms to be involved are as follows:

- 1) The Malaysian Timber Marketing Convention, which has been scheduled for 24-25 September 2002 is the meeting point for buyers and timber industry players from all corners of the globe. Potential business partners from 20 over different countries and all sectors of the Malaysian timber industry are expected to attend. In conjunction with the Convention, opportunities are available for product exhibition and promotion through cost-effective advertising and sponsorship packages. (For details, please visit their website: [www.timberconvection.com](http://www.timberconvection.com))
- 2) The Malaysian International Furniture Fair (MIFF) 2003 is scheduled to be held on 4-8, March 2003. MIFF is becoming a premium furniture fair in the region and received full accreditation in November 2000 from the Union des Foires Internationales (UFI), the world's leading authority on trade fairs. UFI's accreditation represents the international recognition of the professional standards achieved by the show. This export-oriented exhibition, showcasing the latest design for the world-wide market, represents the largest collection of Malaysian furniture for the global market. It accounts for about 30 percent of Malaysia's total annual furniture exports. However, MIFF generally does not offer exhibition space to foreign timber associations or timber trading companies. AHEC (S.E.Asia) was the only foreign timber association to have the privilege of participating in MIFF 2001. (For details, please e-mail [info@miff.com.my](mailto:info@miff.com.my) )
- 3) On a smaller scale, the Muar Furniture Association organizes another show at the Mines Exhibition. For 2002, the dates are from March 4-8, 2003. AHEC has also participated in this show for the past years. Their website is

www.muarfurniture.net and e-mail is muarfurn@tm.net.my

Another cost-effective promotion is to submit well-written articles on usage of American wood with plenty of photographic materials for complimentary inclusion in local tabloids and relevant magazines.

Malaysia: Imports of Temperate Hardwood Lumber  
(cubic meter)

	1999	2000	2001
USA.	11719	18694	18078
Austria	3527	5392	8791
Canada	1589	2562	3854
Germany	415	760	3816
Denmark	3346	5311	3478
China	2218	1850	1203
Sweden	2544	2166	613
Australia	991	388	345
New Zealand	880	0	0
Taiwan	1	0	0
Japan	1	0	0
United Kingdom	0	221	0
Finland	230	0	0
--Total	27461	37344	40178

Malaysia: Imports of Temperate Softwood Lumber  
(Cubic Meter)

	1999	2000	2001
USA.	14838	14930	3803
New Zealand	8462	8367	3758
Germany	3369	2036	2799
Canada	1196	3843	2361
Brazil	0	1536	2306
Denmark	1177	1015	1210
South Africa	3818	1384	878
Austria	3971	3403	561
Finland	335	2167	2012
Australia	1979	1332	502
China	1178	5054	388
Sweden	2926	2406	101
Chile	0	388	0
Japan	0	233	0
France	1000	116	0
Taiwan	253	0	0
Netherlands	639	0	0
Switzerland	1917	0	0
--TOTAL	47058	48210	20679

## --Materials Handling Sector

## Industry Outlook

Materials handling is very much tied to the manufacturing sector. In 2001, manufacturing output suffered a decline. Apart from refrigerating, exhaust, ventilating and air-conditioning machinery; food; and tobacco, other output that requires packaging registered negative growth.

Manufacturing Production: Selected Indicators (1993=100)

	Index		Change in %	
	2000	2001	2000	2001
Radio and television sets	186.3	173.0	19.8	-7.1
Electronics	337.2	269.3	44.8	-20.1
Manufacture of office, computing and accounting machinery	261.2	227.1	30.7	-13.0
Manufacture of refrigerating, exhaust, ventilating and air-conditioning machinery	113.21	132.8	58.3	17.3
Textiles and wearing apparel	129.6	118.6	8.7	-8.5
Wood and wood products	103.6	105.0	4.0	1.3
Food Products	148.3	154.7	16.2	4.4
Beverages	134.2	140.0	6.0	4.4
Tobacco Products	174.9	164.4	75.3	-6.0

## Market Impediments

Malaysia has an ample supply of low-priced timber for making packaging, pallets, and crates. Furthermore, there are plenty of saw tailings for this sector.

## Market Opportunities

For the near term, market opportunities for US products are essentially nil.

--Export Sector

### Industry Outlook

The September 11 attacks sent a massive shockwave to the Malaysian timber industry. Overseas demand for timber products as well as restriction in domestic log supply contributed to a 19 percent drop in export earnings. In terms of volume, Malaysia's exports of hardwood logs declined 26 percent in 2001. Japan, China and India were the top three buyers of Malaysian logs, accounting for 68 percent of total log exports in 2001. Likewise, exports of lumber decreased 19 percent in 2001, with Thailand, the Netherlands, Philippines, Singapore and Taiwan being the top five markets (56 percent of total lumber exports). With the exception of China and Hong Kong, all major lumber markets reduced their imports of Malaysian lumber. Due to improved overseas demand, exports of plywood managed to increase by 6 percent in 2001 with Japan, South Korea and the US being the predominant buyers. However, exports of veneer dropped 27 percent with the main destinations being South Korea, the Philippines, China and Hong Kong.

The industry is more optimistic for 2002 and expects overseas demand to bounce back during the latter half of the year. For the near term, Malaysia is also giving more attention to the following countries:

- a) China - Its commitment to hosting the 2008 Olympic Games -- massive projects and facilities are underway -- will push timber consumption to a higher level. Reportedly, an annual shortfall of 60 million cum is envisioned in the near term. China remains a bright spot against a gloomy scenario. Over the past years, consumer preference has shifted from using brick, cement and tiles to wooden flooring for floor covering. This means that the Malaysian laminated solid wood flooring industry will be having good prospects in the China market.
- b) South Korea - As the recovery of Korea's economy is gaining momentum, prospects for higher imports in the immediate term are good. Korean GDP is projected to increase 2 percent in 2002 with housing starts expected to increase to 320,000 units. Malaysia had been a significant hardwood products supplier to South Korea particularly for lumber, plywood, veneer and moldings. It has also made progressive inroads into the furniture market. However, Korea's potential as a market for value-added timber has been over-shadowed arising from the prominence given to countries such as Japan and China. Malaysian Timber Board is urging timber product exporters to adopt more aggressive marketing such as keeping constant contacts with buyers through visits and discussions would strengthen future trade relationship with Korean importers.
- c) United Arab Emirates (UAE) and West Asia - According to a recent survey, no major scheduled building and construction projects have been postponed or scrapped since the September 11 attacks. The construction sector is the largest consumer of timber products and much of the timber products were imported in large quantities to fuel the numerous building and infrastructure projects. In addition, the excellent port facilities built during the period of high economic growth has turned UAE into the regional import and re-export hub for timber products in the Middle East. Notwithstanding the drop in retail furniture sales, activities in the building and construction sector are expected to provide the impetus to import timber products.
- d) Canada - In the recent years, there is good potential for Malaysia to expand its exports of wooden household furniture to Canada. Malaysia was the third largest supplier of wooden furniture worth US\$25.6 million in 2001. The GOM is encouraging the Malaysian furniture manufacturers to strengthen its current position to capture a larger market share by being more fine-tuned to the requirements of the market.

e) South Africa - With a population of 43.4 million, South Africa offers a big potential for timber exports from Malaysia, especially for value-added timber such as high quality joinery (window and door frames) and furniture. From a recent study tour of the country, the Malaysian mission members concluded that there is a market demand for variety, quality and design in the South African furniture sector. The Malaysians also see South Africa as a distribution and marketing hub to the surrounding African states.

#### Competitor Activities

The Malaysian Timber Council (MTC) together with the Malaysian Timber Industry Board (MTIB) in Peninsular Malaysia, the Sarawak Timber Industry Development Corporation (STIDC), and the Timber Association of Sabah are involved in efforts to promote the usage of Malaysian timber products.

Malaysian Timber Council now has three regional marketing offices located in London, Shanghai and Dubia.

The following table provides a list of fairs and exhibitions which MTC intends to participate in 2002.

<b>International Trade Fairs 2002</b>	
Date	Event
January 14-20	International Furniture Fair, Cologne, Germany
July 19-23	San Francisco Mart Summer Fair, San Francisco, USA
October 2-6	The 12 <sup>th</sup> Middle East International Furniture, Interiors & Retail Design Exhibition (INDEX), Dubai, UAE
<b>Marketing Missions 2002</b>	
October	Marketing Mission to Dubai, Bahrain & Qatar
November	Marketing Mission to Greece, Italy & France
<b>Ministry Of Primary Industries Missions On Timber &amp; Furniture 2002</b>	
May 19-31	MPI Economic & Technical Mission on Furniture to Italy & Germany
June 1-10	MPI Economic & Technical Mission on Timber Certification to Germany, Belgium, UK & The Netherlands
<b>Marketing Seminar 2002</b>	
September 24-25	Malaysian Timber Marketing Convention (MTMC)
<b>Promotion Booths 2002</b>	
<b>MTC HQ</b>	
February 20-23	The International Builders' Show (IBS 2002), Atlanta, Georgia, USA

June 2-5	Designbuild Australia, Melbourne, Australia
<b>MTC London Branch</b>	
March 20-23	Fensterbau Fair, Nuremberg, Germany
March 20-24	SAIEDUE Faie, Bologna, Italy
April 4-7	INTERWOOD Fair, Piraeus, Greece
May 29-31	Carrefour du Bois, Nantes, France
September 25-28	Elmia Timber Fair, Jonkoping, Sweden
October 17-20	Ferralia - Wood Industry Exhibition, Porto, Portugal
November 14-18	Woodma/Interwood Fair, Budapest, Hungary
<b>MTC Dubai Branch</b>	
February 17-21	The International Interior & Furniture Exhibition (IFEX 2002), Abu Dhabi, UAE
May 14-18	Project Lebanon 2002, Beirut, Lebanon
August 21-24	Interbuild Africa 2002, Johannesburg, South Africa
October 27-31	Saudibuild 2002, Riyadh, Saudi Arabia
<b>MTC Shanghai Branch</b>	
April 11-14	16 <sup>th</sup> China Northeast International Exhibition on Woodworking Machinery, Furniture Equipment & Parts, Shenyang, Liaoning Province, China
September 15-18	2002, 4 <sup>th</sup> China International Decorative Flooring Materials & Carpet Exhibition, Beijing, China
<b>Market Visit In 2002</b>	
<b>MTC HQ</b>	
Jan. 24-Feb. 14	Boston, Las Vegas & Atlanta, USA
February	Mumbai, Chennai & Bangalore, India
March	Gramado & Sao Paulo, Brazil
<b>MTC London Branch</b>	
March-November	The Netherlands
March-September	Germany
March	Italy

May	France
June-November	Belgium
July	Denmark
October	Spain & Portugal
<b>MTC Dubai Branch</b>	
January	Kuwait City, Kuwait
March	Amman, Jordan
April	Damascus, Syria
<b>Visit To International Trade Fairs 2002</b>	
<b>MTC HQ</b>	
January 24-26	108 <sup>th</sup> Northeastern Retail Lumber Association (NRLA) Show, Boston, USA
Jan 29- Feb 1	Surfaces 2002, Las Vegas, USA
Feb 28-March 3	Philippines International Furniture Show (PIFS 2002), Philippines
March 1-5	International Furniture Fair (IFFS 2002), Singapore
March 6-10	Thailand International Furniture Fair (TIFF 2002), Thailand
March	Salao do Movei, Brazil
August	38 <sup>th</sup> Edition Furniture & Accessory Show, New Jersey, USA
<b>MTC London Branch</b>	
January 10-14	Paris Furniture Fair, France
January 20-23	Birmingham Furniture Fair, UK
April 10-15	Milan Furniture Show, Italy
April 16-20	Construma - International Building Fair, Budapest, Hungary
May 1-5	Turkeybuild Fair, Istanbul, Turkey
June 9-13	Interbuild, Birmingham, UK
September 1-3	Spoga/Gafa, Cologne, Germany
September 15-17	International Garden & Leisure Exhibition, Birmingham, UK
October 8-13	Intercasa, Lisbon, Portugal

<b>MTC Dubai Branch</b>	
January 13-17	International Autumn Trade Fair, Dubai, UAE
May 5-10	International Spring Trade Fair, Dubai, UAE
May 5-8	Sharjah Industrial Show, Sharjah, UAE
May 20-22	The Hotel Show & The Office Exhibition, Dubai, UAE
October 26-30	The Big 5 Show, Dubai, UAE
<b>MTC Shanghai Branch</b>	
March 3-6	The 3 <sup>rd</sup> China International Exhibition of Building Decoration Materials & Ancillary Products, Beijing, China
March 7-12	2002 Chongqing International Building, Decoration, Windows, Doors & Builders' Carpentry & Joinery Exhibition, Chongqing, China
March 13-18	Shunde International Furniture Fairs, Shunde, Guangdong Province, China
June 3-6	The 7 <sup>th</sup> Dalian International Furniture & Woodworking Machinery Show & China Wood 2002, Dalian, Liaoning Province, China
July 5-8	4 <sup>th</sup> China International Building & Decoration Fair, Guangzhou, Guangdong Province, China

For details or updates, please visit website: [www.mtc.com.my/fairs2002.htm](http://www.mtc.com.my/fairs2002.htm)

#### Trade Policy

The Malaysian Government has made a decision to impose a total ban on the importation of logs from Indonesia with effect from June 25, 2002. This decision has been taken in order to erase the negative perception of Malaysia being involved with trade in illegal timber from Indonesia. As Malaysia seeks to implement its national timber certification scheme, the move will help to assure buyers that timber and timber products exported from Malaysia are from legal and sustainable sources. Post will monitor the movement of logs from Indonesia in the coming months to check on its enforcement.

## Trade Section

Malaysia: Exports of Tropical Hardwood Logs, 2000  
(1,000 cubic meters)

Destination	Pen. M'sia	Sabah	Sarawak	Total
Japan	0	130	2,051	2,181
China	0	160	1,244	1,404
Taiwan	0	9	891	899
India	0	5	868	872
Hong Kong	0	8	534	541
Indonesia	0	324	1	325
South Korea	0	51	250	302
Vietnam	0	1	115	116
Thailand	0	9	93	101
Philippines	0	3	34	37
Pakistan	0	0	21	21
Singapore	0	0	2	2
Bangladesh	0	0	1	1
Maldives	0	0	1	1
--TOTAL	0	698	6,105	6,802

Malaysia: Exports of Tropical Hardwood Logs, 2001  
(1,000 cubic meters)

Destination	Pen. M'sia	Sabah	Sarawak	Total
Japan	0	11	1,354	1,365
China	0	45	1,024	1,069
India	0	0	982	982
Taiwan	0	0	660	660
Hong Kong	0	0	415	415
Indonesia	0	196	0	196
South Korea	0	3	172	175
Vietnam	0	9	75	84
Thailand	0	0	31	31
Philippines	0	12	19	31
Pakistan	0	0	27	27
Switzerland	0	0	3	3
Bangladesh	0	0	1	1
Singapore	0	0	1	1
Others	0	0	1	1
--TOTAL	0	276	4,764	5,040

Malaysia: Exports of Tropical Hardwood Lumber, 2000  
(1,000 cubic meters)

Destination	Pen. M'sia	Sabah	Sarawak	Total
U.S.A.	7	7	8	22
Thailand	222	141	200	563
Netherlands	201	71	7	278
Philippines	0	65	208	274
Japan	47	184	37	268
Taiwan	8	43	177	229
Singapore	135	8	78	220
China	20	21	95	135
South Korea	8	60	62	130
Yemen Rep. of	22	6	86	114
Hong Kong	14	51	50	114
Others	262	156	137	554
--TOTAL	944	813	1,144	2,901

Malaysia: Exports of Tropical Hardwood Lumber, 2001  
(1,000 cubic meters)

	Pen. M'sia	Sabah	Sarawak	Total
U.S.A.	4	1	2	6
Thailand	214	95	234	544
Philippines	0	31	174	206
Netherlands	148	47	5	200
Singapore	117	5	65	186
Taiwan	9	34	130	173
China	53	8	89	151
Hong Kong	68	29	38	135
Japan	43	48	36	127
South Korea	8	44	64	116
Yemen Rep. of	9	3	70	83
Others	200	100	129	429
--TOTAL	874	446	1,037	2,357

Malaysia: Exports of Tropical Hardwood Veneer, 2000  
(1,000 cubic meters)

Destination	Pen. M'sia	Sabah	Sarawak	Total
U.S.A.	0	3	0	3
China	0	191	211	402
Philippines	0	15	108	123
South Korea	0	29	89	118
Taiwan	1	65	50	116
Hong Kong	0	12	59	72
Japan	0	19	42	62
Singapore	1	1	0	2
Thailand	0	0	1	2
Australia	1	0	0	1
Others	1	3	0	4
--TOTAL	4	336	562	902

Malaysia: Exports of Tropical Hardwood Veneer, 2001  
(1,000 cubic meters)

	Pen. M'sia	Sabah	Sarawak	Total
U.S.A.	0	2	0	2
South Korea	0	53	105	157
Philippines	0	7	110	117
China	0	29	80	109
Hong Kong	0	5	96	101
Taiwan	1	22	54	78
Japan	0	18	40	59
Canada	0	0	13	13
Greece	0	0	6	6
Kuwait	0	0	6	6
Singapore	0	2	0	2
Thailand	0	2	0	2
Australia	1	0	0	1
Syria	0	0	1	1
Others	0	3	0	3
--TOTAL	3	140	512	655

Malaysia: Exports of Tropical Hardwood Plywood, 2000  
(1,000 cubic meters)

Destination	Pen. M'sia	Sabah	Sarawak	Total
U.S.A.	4	132	206	342
Japan	39	456	1,233	1,729
South Korea	1	132	129	261
Hong Kong	2	85	135	222
Singapore	88	19	50	158
China	3	25	126	153
Taiwan	5	93	55	152
U.K.	20	12	42	74
Yemen Rep. of	0	1	39	41
Thailand	2	13	16	30
Ireland	10	0	12	22
Others	52	160	300	512
--TOTAL	222	995	2,137	3,355

Malaysia: Exports of Tropical Hardwood Plywood, 2001  
(1,000 cubic meters)

	Pen. M'sia	Sabah	Sarawak	Total
U.S.A.	6	199	194	399
Japan	25	382	1,359	1,766
South Korea	3	189	169	361
Hong Kong	3	49	117	170
Taiwan	3	92	45	141
Singapore	72	17	48	137
U.K.	28	11	52	90
China	0	24	64	88
Yemen Rep. of	0	0	69	69
U.A.E.	1	4	21	26
Thailand	0	16	9	25
Others	74	78	125	277
--TOTAL	216	1,061	2,271	3,548

**Tropical Hardwood Logs PS&D Tables**

PSD Table						
Country	Malaysia					
Commodity	Tropical Hardwood Logs				1000 CUBIC METERS	
	Revised	2001	Preliminary	2002	Forecast	2003
	Old	New	Old	New	Old	New
Market Year Begin		01/1998		01/1999		01/2000
Production	21000	18922	20000	19500	0	19000
Imports	1000	694	1000	300	0	50
TOTAL SUPPLY	22000	19616	21000	19800	0	19050
Exports	6000	5040	4500	4300	0	3000
Domestic Consumption	16000	14576	16500	15500	0	16050
TOTAL DISTRIBUTION	22000	19616	21000	19800	0	19050

## Tropical Hardwood Logs Export Trade Table

Export Trade Matrix			
Country	Malaysia		
Commodity	Tropical Hardwood Logs		
Time period	Jan-Dec	Units:	1000 CUM
Exports for:	2000		2001
U.S.		U.S.	
Others		Others	
Japan	2181	Japan	1365
China	1404	China	1069
Taiwan	899	India	982
India	872	Taiwan	660
Hong Kong	541	Hong Kong	415
Indonesia	325	Indonesia	196
South Korea	302	South Korea	175
Vietnam	116	Vietnam	84
Thailand	101	Philippines	31
Philippines	37	Thailand	31
Total for Others	6778		5008
Others not Listed	26		32
Grand Total	6804		5040

## Tropical Hardwood Logs Import Trade Table

Import Trade Matrix			
Country	Malaysia		
Commodity	Tropical Hardwood Logs		
Time period	Jan-Dec	Units:	1000 CUM
Imports for:	2000		2001
U.S.		U.S.	
Others		Others	
Indonesia	539	Indonesia	666
Thailand	15	Burma	16
P. New Guinea	13	Thailand	8
Burma	12	P. New Guinea	4
Solomon Island	3		
Total for Others	582		694
Others not Listed			
Grand Total	582		694

**Tropical Hardwood Lumber PS&D Table**

PSD Table						
Country	Malaysia					
Commodity	Tropical Hardwood Lumber				1000 CUBIC METERS	
	Revised	2001	Preliminary	2002	Forecast	2003
	Old	New	Old	New	Old	New
Market Year Begin		01/1998		01/1999		01/2000
Production	5200	4823	5000	5000	0	5200
Imports	1600	459	2000	1500	0	2000
TOTAL SUPPLY	6800	5282	7000	6500	0	7200
Exports	2600	2356	2500	2500	0	2400
Domestic Consumption	4200	2926	4500	4000	0	4800
TOTAL DISTRIBUTION	6800	5282	7000	6500	0	7200

## Tropical Hardwood Lumber Export Trade Table

Export Trade Matrix			
Country	Malaysia		
Commodity	Tropical Hardwood Lumber		
Time period	Jan-Dec	Units:	1000 CUM
Exports for:	2000		2001
U.S.	22	U.S.	6
Others		Others	
Thailand	563	Thailand	544
Netherlands	278	Philippines	206
Philippines	274	Netherlands	200
Japan	268	Singapore	186
Taiwan	229	Taiwan	173
Singapore	220	China	151
China	135	Hong Kong	135
South Korea	130	Japan	127
Yemen Rep. of	114	South Korea	116
Hong Kong	114	Yemen Rep. of	83
Total for Others	2325		1921
Others not Listed	554		429
Grand Total	2901		2356

### Tropical Hardwood Lumber Import Trade Table

Import Trade Matrix			
Country	Malaysia		
Commodity	Tropical Hardwood Lumber		
Time period	Jan-Dec	Units:	1000 CUM
Imports for:	2000		2001
U.S.		U.S.	
Others		Others	
Indonesia	1047	Indonesia	442
Thailand	232	Thailand	10
Philippines	3	Philippines	5
Burma	3	Burma	2
Total for Others	1285		459
Others not Listed			
Grand Total	1285		459

**Temperate Hardwood Lumber PS&D Table**

PSD Table						
Country	Malaysia					
Commodity	Temperate Hardwood Lumber				1000 CUBIC METERS	
	Revised	2001	Preliminary	2002	Forecast	2003
	Old	New	Old	New	Old	New
Market Year Begin		01/2001		01/2002		01/2003
Production	0	0	0	0	0	0
Imports	40	40	45	44	0	48
TOTAL SUPPLY	40	40	45	44	0	48
Exports	0	0	0	0	0	0
Domestic Consumption	40	40	45	44	0	48
TOTAL DISTRIBUTION	40	40	45	44	0	48

**Temperate Hardwood Lumber Import Trade Table**

Import Trade Matrix			
Country	Malaysia		
Commodity	Temperate Hardwood Lumber		
Time period	Jan-Dec	Units:	1000 CUM
Imports for:	2000		2001
U.S.	18694	U.S.	18078
Others		Others	
Austria	5392	Austria	8791
Denmark	5311	Canada	3854
Canada	2562	Germany	3816
Sweden	2166	Denmark	3478
China	1850	China	1203
Germany	760	Sweden	613
Australia	388	Australia	345
United Kingdom	221		
Total for Others	18650		22100
Others not Listed			
Grand Total	37344		40178

**Hardwood Veneer PS&D Table**

PSD Table						
Country	Malaysia					
Commodity	Hardwood Veneer				1000 CUBIC METERS	
	Revised	2001	Preliminary	2002	Forecast	2003
	Old	New	Old	New	Old	New
Market Year Begin		01/2001		01/2002		01/2003
Production	1250	800	1350	750	0	700
Imports	0	0	0	0	0	0
TOTAL SUPPLY	1250	800	1350	750	0	700
Exports	1050	655	1100	550	0	450
Domestic Consumption	200	145	250	200	0	250
TOTAL DISTRIBUTION	1250	800	1350	750	0	700

**Hardwood Veneer Export Trade Table**

Export Trade Matrix			
Country	Malaysia		
Commodity	Hardwood Veneer		
Time period	Jan-Dec	Units:	1000 CUM
Exports for:	2000		2001
U.S.	3	U.S.	2
Others		Others	
China	402	South Korea	157
Philippines	123	Philippines	117
South Korea	118	China	109
Taiwan	116	Hong Kong	101
Hong Kong	72	Taiwan	78
Japan	62	Japan	59
Singapore	2	Canada	13
Thailand	2	Greece	6
Australia	1	Kuwait	6
		Singapore	2
Total for Others	898		648
Others not Listed	1		5
Grand Total	902		655

**Hardwood Plywood PS&D Table**

PSD Table						
Country	Malaysia					
Commodity	Hardwood Plywood				1000 CUBIC METERS	
	Revised	2001	Preliminary	2002	Forecast	2003
	Old	New	Old	New	Old	New
Market Year Begin		01/2001		01/2002		01/2003
Production	4600	4389	4700	4600	0	4750
Imports	10	3	10	10	0	10
TOTAL SUPPLY	4610	4392	4710	4610	0	4760
Exports	3660	3548	3710	3700	0	3750
Domestic Consumption	950	844	1000	910	0	1010
TOTAL DISTRIBUTION	4610	4392	4710	4610	0	4760

**Hardwood Plywood Export Trade Table**

Export Trade Matrix			
Country	Malaysia		
Commodity	Hardwood Plywood		
Time period	Jan-Dec	Units:	1000 CUM
Exports for:	2000		2001
U.S.	342	U.S.	399
Others		Others	
Japan	1729	Japan	1766
South Korea	261	South Korea	361
Hong Kong	222	Hong Kong	170
Singapore	158	Taiwan	141
China	153	Singapore	137
Taiwan	152	United Kingdom	90
United Kingdom	74	China	88
Yemen Rep. of	41	Yemen Rep. of	69
Thailand	30	U.A.E.	26
Ireland	22	Thailand	25
Total for Others	2842		2873
Others not Listed	171		276
Grand Total	3355		3548

## Hardwood Plywood Import Trade Table

Import Trade Matrix			
Country	Malaysia		
Commodity	Hardwood Plywood		
Time period	Jan-Dec	Units:	1000 CUM
Imports for:	2000		2001
U.S.		U.S.	
Others		Others	
Indonesia	5	Indonesia	3
Japan	1		
Taiwan	1		
Total for Others	7		3
Others not Listed			
Grand Total	7		3

STRATEGIC INDICATOR TABLE: FOREST AREA (million hectares/million cum)			
Country:Malaysia			
Report Year:	2001	2002	2003
Total Land Area	32.9	32.9	32.9
Total Forest Area	18.4	18.3	18.3
--of which, Commercial	13.8	13.9	14.0
----of commercial, tropical hardwood	13.8	13.9	14.0
----of commercial, temperate hardwood	na	na	na
----of commercial, softwood	na	na	na
--of forest area, non-commercial	4.6	4.4	4.3
Forest Type			
--Of which, virgin	3.3	3.3	3.2
--Of which, plantation	0.2	0.2	0.3
--Of which, other commercial (regrowth)	14.9	14.8	14.8
Forest Ownership			
--Nationally owned and no commercial access	4.8	4.8	4.7
--Nationally owned, commercial logging permitted	13.6	13.5	13.6
--Other publicly owned land, no commercial access	4.8	4.8	4.7
--Other publicly owned, logging permitted	13.6	13.5	13.6
--privately owned commercial forest	0.0	0.0	0.0
Total Volume of Standing Timber	na	na	na
--Of which, Commercial Timber	na	na	na
Annual Timber Removal 1/	For 2001, 4.16 million cum (ForPeninsular Malayisa only)		
Annual Timber Growth Rate	2.0-2.5cum/ha/yr (For Pen.Msia only)		
Annual Allowable Cut	42,870 ha (For Pen Msia only)		
1/ If Removals exceeds growth rate, analyze impact in text.			

STRATEGIC INDICATOR TABLE: CONSTRUCTION MARKET			
Country:Malaysia			
Report Year:	2001	2002	2003
Total Housing Starts (number of units)	na	na	na
--Of which, wood frame	na	na	na
--Of which, steel, masonry, other materials	na	na	na
--Of total starts, residential	na	na	na
----Of residential, single family	na	na	na
----Of residential, multi-family	na	na	na
--Of total starts, commercial	na	na	na
Total Value of Commercial Construction Market (\$US million)	na	na	na
Total Value of Repair and Remodeling Market (\$US million)	na	na	na
Are tariffs on softwood from the United States higher, equal or lower than softwood imported from other countries? 1/	Equal		
Are tariffs on plywood from the United States higher, equal or lower than plywood imported from other countries? 1/	Equal		
Are non-tariff barriers on softwood from the United States higher, equal or lower than softwood imported from other countries? 1/	Equal		
Are non-tariff barriers on plywood from the United States higher, equal or lower than plywood imported from other countries? 1/	Equal		
Are there market development programs for construction, softwood or plywood imports funded by foreign governments?	None		
If yes, identify the following:			
--Country(ies)			
--Form(s) of competition: Export subsidy, trade show, trade servicing, permanent market representative (number), permanent office (location), or other. 2/			
--Estimated annual market expansion outlay (\$US million) by country			

Is the acceptability of U.S. style timber frame construction (i.e., per building codes, mortgage availability, etc.) high, medium or low? 3/	Medium		
Are consumer preferences for solid wood materials vis-a-vis non-wood materials in construction high, medium or low? 3/	Meduim		
From Post's experience, is the willingness of U.S. suppliers to deliver product per importers' specifications low, medium or high? 3/	High		
If price quotes for construction and structural wood products are available, identify the leading source(s)	Malaysian Institute of Architects and Malaysian Institute of Interior Designers		
1/ If other than equal, explain in report text.			
2/ If "other", then explain in report text.			
3/ If low or medium, explain in report text.			

STRATEGIC INDICATORS TABLE: FURNITURE & INTERIORS MARKET			
Country:Malaysia			
Report Year:	2001	2002	2003
Total Housing Starts (number of units)	na	na	na
Total Number of Households)	na	na	na
Furniture Production (\$US million)	na	na	na
Interiors Market Size (\$US million)	na	na	na
Total Furniture Imports (\$US million)	109.0	115.0	120.0
Total Furniture Exports (\$US million)	1382	1520	1670
Are tariffs on hardwood from the United States higher, equal or lower than hardwood imported from other countries? 1/	Equal		
Are non-tariff barriers on hardwood from the United States higher, equal or lower than hardwood imported from other countries? 1/	Equal		
Are there market development programs for furniture or interiors market expansion funded by foreign governments?	No		
If yes, identify the following:			
--Country(ies) 2/			
--Form(s) of competition: Export subsidy, trade show, trade servicing, permanent market representative (number), permanent office (location), or other. 3/			
--Estimated annual market expansion outlay (\$US million) by country			
From Post's experience, is the willingness of U.S. suppliers to deliver product per importers' specifications low, medium or high? 4/	high		
If price quotes for furniture and interiors products are available, identify the leading source(s)	Malaysian Furniture Industry Council		
1/ If other than equal, explain in text.			
2/ If more than one country, report each country individually.			
3/ If "other", explain form of subsidy in text.			

4/ If low or medium, explain in test.			
STRATEGIC INDICATOR TABLE: MATERIAL HANDLING MARKET			
Country:Malaysia			
Report Year:	2001	2002	2003
Total Value of Industrial Output (\$US million)	18.4	19.5	20.5
New Pallet Production (million units)	na	na	na
Are consumer preferences for solid wood pallets and packaging materials vis-a-vis non-wood materials high, medium or low? 1/	high		
Are industry/trade preferences for repaired/recycled pallets over new pallets low, medium or high? 1/	low		
From Post's experience, is the willingness of U.S. suppliers to deliver product per importers' specifications low, medium or high? 1/	na		
Identify leading source(s) of price quotes:	Malaysian Packaging Association		
Are there market development programs for the materials handling market expansion funded by foreign governments?	None		
If yes, identify the following:			
--Which Countries?			
--Form(s) of competition: Export subsidy, trade show, trade servicing, permanent market representative (number), permanent office (location), or other. 2/			
--Estimated annual market expansion outlay (\$US million) by country			
1/ If low or medium, explain in text of report.			
2/ If "other", explain in text of report.			

STRATEGIC INDICATOR TABLE: WOOD PRODUCTS SUBSIDIES			
Country:Malaysia			
Report Year:	2001	2002	2003
Total Solid Wood Export Subsidy Outlay (\$US million)	None	None	None
Is there a ban on the export of logs, lumber, or veneer? If yes, which?	Yes - Logs from Pen. Msia and quota for East Msia		
Are there export taxes (yes/no)? 1/	Yes		
If yes, for which products? (Identify export tax level in tariff table)	see text		
Source(s) of Export Subsidy Information	Not relevant		
Total Wood Production Subsidy Outlay (\$US million)	Not relevant		
Are there any programs favoring the development of commercial forestry?	Yes		
If yes, Post best estimate of scope (thousands of hectares)	See text		
If yes, Post's best estimate of financial outlay (\$US million)	na		
Source(s) of Production Subsidy Information	Not relevant		
Does the country support export expansion activities similar to the Cooperator Program?	Yes		
--Which country markets are targeted?	China, S.Korea & Middle East		
--Which products are targeted?	Mainly lumber, furniture and moldings		
Are there significant wood products export expansion activities at the provincial or regional level?	None		
--If yes, identify key players			
--If yes, identify key market segments			
--If yes, identify key country markets			
--If yes, identify key products			
--Post's estimate for combined outlay (\$US million)			
Source(s) of Provincial/Regional Support Information			

Are there other wood products export expansion activities? If yes, describe in report.	Yes		
--	-----	--	--

STRATEGIC INDICATOR TABLE: FOREST PRODUCT TARIFFS AND TAXES (percent)						
		Tariff	Tariff	Other		
Country:	Product	Current	Following	Import	Total Cost	Export
Report Year:	Description 1/	Year	Year	Taxes/Fees	of Import	Tax
	4401 Fuel Wood	20%	20%			0
	4403 Wood in rough	0	0			0 to 15%
	4404 Poles/piles	10 to 20%	10 to 20%			0
	4405 Wood wood/flour	5 to 20%	5 to 20%			0
	4406 Rail Sleepers	5%	5%			0
	4407 Lumber, sawn lengthwise	0	0			0
	4408 Veneer/plywood	0 to 20%	0 to 20%			0
	4409 Lumber, molded and rounded	20%	20%			0
	4410 Particle Board	20%	20%			0
	4411 Fibreboard of wood	20%	20%			0
	4412 Veneered Panel	25 to 40%	25 to 40%			0
	4413 Densified wood	20%	20%			0
	4414 Wooden frames	20%	20%			0
	4415 Packing cases/pallets	20%	20%			0
	4416 Cask/Barrel/Vat/Tub	20%	20%			0
	4417 Tool/handles	20%	20%			0
	4418 Builders' joinery	20%	20%			0
	4419 Wooden tableware	20%	20%			0
	4420 Jewellery cases	5 to 20%	0 to 20%			0
	4421 Other wooden articles	0 to 20%	0 to 20%			0
	4422 na					
	4423 na					
	4424 na					
	4425 na					
Pre-fabricated Houses, a subsection under chapter 96						

9406	Prefab building-wood25%	5 to 30%	25%			0
1/ Insert additional lines for Commodity tariff identification should tariffs vary within the four-digit designation.						